

# Massachusetts Technology Transfer Center

Fiscal 2014

Economic Development Business Plan



## Mission Statement

- To support technology transfer officers, academic researchers, and industry executives in the transfer and commercialization of new technologies.
- To facilitate and accelerate technology transfer between research institutions and companies within the Commonwealth.
- To assist in the growth of Massachusetts companies, including startups, by increasing their use of new research.
- To promote collaboration between research institutions and Massachusetts industry.
- To support regional and statewide economic development priorities.

**Business Plan Summary** – The following table summarizes objectives, programs, and initiatives planned for FY14 and performance measurements by which to evaluate progress. Our goals support the Commonwealth’s economic development plan second category for action – ***Supporting Innovation & Entrepreneurship***.

The goals, strategy and performance measurements assume that the MTTC continues to receive funding from MassCEC and other Commonwealth and private sources.

Goals	Strategy	Performance Measurement
<b>Show the commercial viability of new technologies through Proof of Concept Awards</b>	Help researchers and early stage companies show the commercial viability of their technology, establish a commercialization path, and secure additional funding for technology development.	# of applicants, # of awards  Long-term measure - # of start-ups and licenses signed there is usually a 2-3 year lag between making the award and the creation of a newco
<b>Showcase new technologies and companies to investors and companies</b>	Through MTTC’s own conferences and by co-sponsoring other conferences the MTTC will support both researchers with commercially interesting technologies and newly formed spin-off companies showcase their technologies to investors and established companies. MTTC will actively coach the presenters to ensure that they present a	# of conference. # of researchers and # of companies that present.  Long term measure – amount of new investment raised -there is usually a 2-3 year lag between the

## Insert Agency Name

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	quality pitch that clearly articulates the business potential of the technology.	presentation and receipt of significant investment funding
<b>Assist newly forming companies develop their business strategy</b>	Through the MTTC's Platform support newly forming companies by helping them prepare their financial pitch and gather input, advice, and mentorship from experts in the business community.	# of companies participating in Platform program, # of advisors attending Platform meetings.  Long term measure – amount of new investment raised -there is usually a 2-3 year lag between the Platform meeting and receipt of significant investment funding
<b>Connect and support the Commonwealth's technology transfer offices</b>	Organize seminars for the MATTO community, publish MATTO newsletter, support MATTO members in outreach at major industry events	# of seminars, # of MATTO Matters distributed, # of institutions participating in industry events.